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Message Text

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16
ORIGIN EB-11

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

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DRAFTED BY EB/AN:RCPARR/AVP:PCLAPPIN:DAP
APPROVED BY EB/OA/AVP:DBORTMAN
CAB - MR. BURCH
EUR/CE - MR. LEDSKY
---------- 033986
R 212307Z SEP 73
FM SECSTATE WASHDC
TO AMEMBASSY BONN
INFO USMISSION BERLIN
AMEMBASSY LONDON
AMEMBASSY PARIS
AMEMBASSY ROME

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E.O. 11652: N/A
TAGS: ETRN, GW, WB
SUBJECT: CIVAIR - CONSOLIDATED FREIGHT SHIPMENTS VIA BERLIN
REF: BONN 13428, BONN 12566

1. PANAM PROPOSAL HAS APPEAL AS MEANS TO ENHANCE BERLIN'S STATUS AS INTERNATIONAL AIR TRANSPORT CENTER. HOWEVER, MANY QUESTIONS MUST BE CLARIFIED BEFORE JUDGEMENT IS MADE WHETHER US SHOULD SUPPORT PANAM'S PROPOSAL. THEREFORE, EMBASSY REQUESTED DESCRIBE PROPOSAL IN GREATER DETAIL, INCLUDING ANSWERS TO FOLLOWING:

A. WOULD PANAM PROPOSE TO ESTABLISH RATES FOR SHIPMENTS ON NEW YORK-BERLIN-FRG ROUTE WHICH ARE LOWER THAN RATES NEW YORK-FRG DIRECT?
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B. WOULD PANAM PROPOSE TO ESTABLISH RATES FOR SHIPMENTS FRG-BERLIN-NEW YORK LOWER THAN RATES FRG-NEW YORK DIRECT?

C. HAS PANAM ASCERTAINED THAT ITS RATE PROPOSALS CONFORM TO BOTH US AND FRG LAW AND REGULATION?

-

D. IS PROPOSED SERVICE TRUE "CONSOLIDATION"--COMBINATION BY FREIGHT FORWARDER OF NUMBER OF SMALL SHIPMENTS INTO SINGLE LARGE SHIPMENT ELIGIBLE FOR LOWER RATE AT HIGH WEIGHT-BREAK--, OR IS IT REALLY TRIANGULAR ROUTING DESIGNED

TO EXPLOIT FRG FREIGHT MARKET BY TAKING ADVANTAGE FACT THAT PANAM HAS NOT IN PAST BEEN REQUIRED TO SEEK CAB APPROVAL OF US-BERLIN RATES AND FARES? IN LATTER CASE CAB APPROVAL MIGHT BE NECESSARY SINCE SERVICE WOULD IN FACT OPERATE BETWEEN US AND FRG. RUSH

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